

CONTRACT

WTKR-TV
720 Boush Street
Norfolk, VA 23510-1583
(757)446-1000

<u>Contract / Revision</u> 545832 /		<u>Alt Order #</u> 07874843
<u>Product</u> HIRSCHBIEL/C/D		
<u>Contract Dates</u> 09/18/12 - 09/24/12		<u>Estimate #</u> 106/113/1217
<u>Advertiser</u> Hirschbiel/D/State House		<u>Original Date / Revision</u> 08/31/12 / 08/31/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WTKR	<u>Account Executive</u> Jamie Andrus	<u>Sales Office</u> Washington, D.C.
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8020	<u>Advertiser Code</u> 106	<u>Product Code</u> 113
<u>Agency Ref</u>		<u>Advertiser Ref</u>

www.wtkr.com

And:

GMMB/Greer Margolis Mitchell & Burns
1010 Wisconsin Avenue
Suite 800
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	09/18/12	09/23/12	NewsChannel 3 News	5-6am		:30			NM	4	\$460.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				4	\$115.00			
2	3	09/18/12	09/23/12	Newschannel 3 News	6-7am		:30			NM	4	\$880.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				4	\$220.00			
3	3	09/18/12	09/23/12	CBS This Morning	7-9a		:30			NM	4	\$560.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				4	\$140.00			
4	3	09/18/12	09/23/12	Price Is Right	11am-12n		:30			NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				1	\$295.00			
5	3	09/18/12	09/23/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				1	\$200.00			
6	3	09/18/12	09/23/12	CBS Daytime	1228-3pm		:30			NM	2	\$490.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				2	\$245.00			
7	3	09/18/12	09/23/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$245.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----S				1	\$245.00			
8	3	09/18/12	09/23/12	Face the Nation	1030-11am		:30			NM	1	\$415.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----S				1	\$415.00			
9	3	09/18/12	09/23/12	Ellen Degeneres 3pm	3-4pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				2	\$200.00			
10	3	09/18/12	09/23/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	4	\$460.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				4	\$115.00			
11	3	09/18/12	09/23/12	Newschannel 3 News	5-530pm		:30			NM	3	\$660.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-TWTF--				3	\$220.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

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545832 /	07874843

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/18/12 - 09/24/12	HIRSCHBIEL/C/D	106/113/1217

<u>Advertiser</u>	<u>Original Date / Revision</u>
Hirschbiel/D/State House	08/31/12 / 08/31/12

www.wtkr.com

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
E 12	3	09/18/12	09/23/12	Newschannel 3 News	530-6pm		:30			NM	4	\$960.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -TWTF-- 4 \$240.00												
E 13	3	09/18/12	09/23/12	Newschannel 3 News	6-630pm		:30			NM	3	\$930.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -TWTF-- 3 \$310.00												
E 14	3	09/18/12	09/23/12	7-730pm	7-730pm		:30			NM	2	\$720.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -TWTF-- 2 \$360.00												
E 15	3	09/18/12	09/23/12	M-F 730-8pm	730p-8pm		:30			NM	2	\$720.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -TWTF-- 2 \$380.00												
E 16	3	09/18/12	09/23/12	Sunday Prime	7-8pm		:30			NM	1	\$1,680.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -----S 1 \$1,680.00												
17	3	09/24/12	09/24/12	Monday Prime	10-11pm		:30			NM	1	\$1,400.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/24/12 09/30/12 M----- 1 \$1,400.00												
E 18	3	09/18/12	09/23/12	Wednesday Prime	8-9pm		:30			NM	1	\$1,260.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 --W---- 1 \$1,260.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u>												
1 3 09/17/12-09/23/12 Wednesday Prime 8-9pm ---W----- :30 \$1,260.00 NM												
See MG 18.2												
2 3 09/19/12-09/19/12 CBS Specials 8-930pm Survivor ---W----- :30 \$1,260.00 NM												
Ⓜ MG for 18.1 09/19												
19	3	09/18/12	09/23/12	Thursday Prime	9-10pm		:30			NM	1	\$1,260.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 ---T--- 1 \$1,260.00												
20	3	09/18/12	09/23/12	Sunday Prime	8-9pm		:30			NM	1	\$1,260.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -----S 1 \$1,260.00												
E 21	3	09/18/12	09/23/12	Late Naws (M-F)	11-1135p		:30			NM	2	\$790.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -TWTF-- 2 \$395.00												
E 22	3	09/18/12	09/23/12	Late News (Sa-Su)	11-1135p		:30			NM	2	\$590.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -----SS 2 \$295.00												
E 23	3	09/18/12	09/23/12	Late Night with David Letterm	1135pm-1235am		:30			NM	1	\$165.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -TWTF-- 1 \$165.00												
E 24	3	09/18/12	09/23/12	1135pm-1205am	1135pm-1205am		:30			NM	1	\$105.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/17/12 09/23/12 -----S 1 \$105.00												
E 25	3	09/24/12	09/24/12	NewsChannel 3 News	5-6am		:30			NM	1	\$115.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/24/12 09/30/12 M----- 1 \$115.00												
E 26	3	09/24/12	09/24/12	Newschannel 3 News	6-7am		:30			NM	1	\$220.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u>												
Week: 09/24/12 09/30/12 M----- 1 \$220.00												

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												Totals	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
27	3	09/24/12	09/24/12	CBS This Morning	7-9a		:30			NM	1	\$140.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$140.00				
28	3	09/24/12	09/24/12	Price Is Right	11am-12n		:30			NM	1	\$295.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$295.00				
29	3	09/24/12	09/24/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$200.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$200.00				
30	3	09/24/12	09/24/12	CBS Daytime	1228-3pm		:30			NM	1	\$245.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$245.00				
31	3	09/24/12	09/24/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$200.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$200.00				
32	3	09/24/12	09/24/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	1	\$115.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$115.00				
33	3	09/24/12	09/24/12	Newschannel 3 News	530-6pm		:30			NM	1	\$240.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$240.00				
34	3	09/24/12	09/24/12	Newschannel 3 News	5-530pm		:30			NM	1	\$220.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$220.00				
35	3	09/24/12	09/24/12	Newschannel 3 News	6-630pm		:30			NM	1	\$310.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$310.00				
36	3	09/24/12	09/24/12	7-730pm	7-730pm		:30			NM	1	\$360.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$360.00				
37	3	09/24/12	09/24/12	M-F 730-8pm	730p-8pm		:30			NM	1	\$360.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$360.00				
38	3	09/24/12	09/24/12	Late News (M-F)	11-1135p		:30			NM	1	\$395.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$395.00				
39	3	09/24/12	09/24/12	Late Night with David Letterman	1135pm-1235am		:30			NM	1	\$165.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/12	09/30/12	M-----				1	\$165.00				
Totals											64	\$20,485.00	

Time Period	# of Spots	Gross Amount	Net Amount
8/27/12 - 09/24/12	64	\$20,485.00	\$17,412.25
Totals	64	\$20,485.00	\$17,412.25

Signature: _____ Date: _____

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